



Shram Sarathi

Financial Inclusion of Seasonal Labour Migrants

Position: General Manager (Strategy & Innovation)

Location: Udaipur, Rajasthan

Shram Sarathi, headquartered in Udaipur, is a pioneering grassroots financial services institution with a unique business model that serves labour and migration dependent rural families in south Rajasthan. Its services include micro credit, savings management, insurance, pension and social security linkages, financial literacy and counselling. Shram Sarathi works across four districts of southern Rajasthan and has a credit portfolio of Rs 12 crore, strong repayment rates and low NPAs of 0.7%. Further Shram Sarathi also has product innovations in uncollateralised housing finance for migrants, health-finance products and entrepreneurial finance. For further details, please visit Shram Sarathi's website: www.shramsarathi.org

Shram Sarathi was incubated by **Aajeevika Bureau** (www.aajeevika.org) – a well-regarded labour and migrant support organisation. Shram Sarathi's work is co-located with Aajeevika Bureau and there is strong convergence of services for greater impact on vulnerable households.

In order to fuel its diversification plans across financial product and services Shram Sarathi is seeking to immediately recruit a development finance sector professional to the position of **General Manager (Strategy and Innovation)**. We are seeking highly capable and committed individuals who want to be part of a unique social enterprise which deploys finance as a tool for empowering rural households to slide out of poverty.

ROLES

The GM (Strategy and Innovation) will join the senior management team of Shram Sarathi and s/he is expected to undertake the following roles:

- Designing innovative financial products for rural households to improve consumption financing, asset creation and livelihood opportunities among wage labour dependent communities.
- Conceiving and designing digital financial services; Assembling distribution platforms for migrants in both rural and urban locations.
- Strategizing and providing management advise based on financial data analysis and forecasting derived from operations.
- Spearheading process improvements in Shram Sarathi's operations; Formulating, implementing and monitoring a business plan and growth strategy for financial services.
- Participating in Shram Sarathi's fund raising and representation to investors and lenders with a view to enabling long term sustainability of Shram Sarathi's operations
- Pursuing industry partnerships to diversify our product suite (particularly banks, financial institutions and fintech platforms), forming liaisons and cultivating funding relationships;

- Working closely with the CEO and Board of Directors in creating strong governance structures and regular monitoring of legal compliances.
- Periodic data analysis, industry analysis and management of financial systems.

QUALIFICATIONS, SKILLS AND COMPETENCY

- A post-graduate degree in finance, economics, commerce, management or allied disciplines with strong skills in finance, business projection and data analytics
- At least 7 years work experience in the field of financial inclusion, financial services, product design, strategy and business development roles.
- Senior management/ leadership experience with proven ability to engage and mentor people and teams.
- Ability to travel to rural areas and engage sensitively with rural communities and teams. Experience of work with financial institutions located in rural, tribal areas will be a strong plus.
- Superior spoken and written communication and presentation skills. Prior experience in fundraising is highly desirable.

REMUNERATION

Shram Sarathi's salary offer to the selected candidate will be reasonable and in line with its value orientation as a non-profit organisation and its mid-size scale as a financial institution. We welcome applications from finance professionals willing to go beyond financial consideration as a main criterion for their making their career moves.

APPLICATION REQUIREMENTS

Please send your latest CV/ Resume with a covering letter stating clearly why you consider yourself suitable for the position of **General Manager (Strategy & Innovation)**. Please include names of two referees who may be contacted for discussion on the suitability of your candidature. It would also be helpful if applicants can mention their current drawn salary in the covering letter. CVs received without a covering letter shall not be considered. Complete applications must be mailed to jobs@shramsarathi.org by March 25, 2020